

## Message Text

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PAGE 01 LA PAZ 10160 212055Z

ACTION COME-00

INFO OCT-01 ARA-14 ISO-00 EB-08 CCO-00 PASO-00 /023 W

-----118725 212058Z /70

P 212045Z DEC 77

FM AMEMBASSY LA PAZ

TO SECSTATE WASHDC PRIORITY 8642

UNCLAS LA PAZ 10160

EO 11652: NA

TAGS: BEXP, BL

SUBJ: TRADE FACILITATION: JAVIER DIPS VS: MULTIPRODUCERS INC

3729 COTTAGE HILL ROAD, MOVILE ALABAMA 36609, PHONE:

(205) 666-6844

TO: MR A.S. HANES

MULTI-PRODUCTS INTERNATIONAL, INC

3729 COTTAGE HILL ROAD, MOVILLE ALABAMA 36609

PHONE: (205) 666-6844

CABLE: MULTIPRODUCTS

TELEX 505-421

IT HAS COME TO MY ATTENTION THAT THERE MAY BE SOME MISUNDERSTANDING CONCERNING YOUR DEPOSIT OF A FINANCIAL GUARANTEE WITH COMIBOL IN CONNECTION WITH YOUR RECENT SALE OF LARD. A BOND OF THIS KIND IS REQUIRED IN EVERY PUBLIC TENDER ISSUED BY A BOLIVIAN STATE ENTERPRISE. BOLIVIAN LAW, SO FAR AS WE ARE ABLE TO DETERMINE, MAKES NO CONNECTION BETWEEN THE DEPOSIT OF THE BOND AND THE PAYMENT OF COMMISSION DUE UNDER AN AGREEMENT BETWEEN A FOREIGN COMPANY AND ITS LOCAL REPRESENTATIVE. I AM NOT AWARE OF ANY CASE IN WHICH FOREIGN COMPANIES HAVE WITHHELD PAYMENT OF COMMISSIONS PENDING RETURN OF THE BOND. IN OUR EXPERIENCE BOLIVIAN GOVERNMENT PURCHASERS DO NOT WITHHOLD REPAYMENT OF THESE BONDS UNLESS THEY HAVE LEGAL CAUSE. WE WOULD, OF COURSE, BE PREPARED TO ASSIST ANY US

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COMPANY THAT BELIEVED A BOND HAD BEEN RETAINED WITHOUT CAUSE. ON THE OTHER HAND, YOU SHOULD BE AWARE THAT THE RETURN OF THE BOND CAN TAKE SOME TIME.

IT IS GENERAL PRACTICE TO TAKE INTO ACCOUNT THE COST OF BOND FEES, ETC. IN DETERMINING THE PRICE AT WHICH GOODS ARE QUOTED IN RESPONSE TO GOVERNMENT TENDERS.

IF I MAY BE OF ANY ASSISTANCE, PLEASE CONTACT ME.

SINCERELY,

RALPH R. JOHNSON  
COMMERCIAL ATTACHE  
AMERICAN EMBASSY  
LA PAZ, BOLIVIA.  
BOEKER

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
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**Status:** NATIVE  
**Subject:** TRADE FACILITATION: JAVIER DIPS VS: MULTIPRODUCERS INC 3729 COTTAGE HILL ROAD, MOBILE ALABAMA 36609, PHONE: (205) 666-6844  
**TAGS:** BEXP, BL  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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